

Message Text

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PAGE 01 RABAT 00665 011518Z
ACTION NEA-10

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P R 011055Z FEB 78
FM AMEMBASSY RABAT
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 4398
AMCONSUL CASABLANCA

UNCLAS RABAT 0665

E.O. 11652: N/A

TAGS: BEXP, BTIO, MO

SUBJECT: HYDRAULIC AND OCEANOGRAPHIC AND PORT ENGINEERING OPPORTUNITY

1. EMBASSY HAS RECEIVED URGENT REQUEST FROM MOROCCO'S PHOSPHATE MONOPOLY, OFFICHE CHERIFIEN DES PHOSPHATES (OCP) FOR LIST GIVING NAMES AND ADDRESSES OF TEN TO FIFTEEN MOST PROMINENT U.S. ENGINEERING FIRMS SPECIALIZED IN HYDRAULIC AND OCEANOGRAPHIC ENGINEERING.

2. OCP IS LARGEST MOROCCAN INDUSTRIAL ENTITY, ONE OF MAJOR WORLD PRODUCERS OF PHOSPHATES AS WELL AS PHOSPHATIC BASED DERIVATIVE PRODUCTS, AND IS WORLD'S LARGEST EXPORTER OF PHOSPHATE ROCK. OCP'S AMBITIONS DEVELOPMENT PROGRAM THROUGH NINETEEN EIGHTIES CALLS FOR DEVELOPMENT OF EXTENSIVE AND ENTIRELY NEW PORT FACILITIES AT JORF LASFAR, (30 KM. SOUTH OF EL JADIDA) WHICH WILL THEN BECOME SITE OF INTEGRATED AMMONIA/SULPHURIC ACID/ PHOSPHORIC ACID/FERTILIZER/PETROCHEMICAL COMPLEX. BELIEVE OCP'S REQUEST MAY BE IN CONNECTION WITH DEVELOPMENT OF INITIAL PORT FACILITIES COMPONENT OF THE JORF LASFAR PROJECT. ALTERNATIVELY REQUEST MIGHT RELATE TO STUDY OF ESSAQUIRA PORT DEVELOPMENT, WHICH WE UNDERSTAND IS COMPONENT OF LONGER RANGE MESKALA PHOSPHATE MINING PROJECT TO BE UNDERTAKEN WITH SOVIET ASSISTANCE, AND BASIC AGREEMENT FOR WHICH WAS INITIALED JANUARY 28 FOR GOM BY OCP DIRECTOR KARIM-LAMRANI IN MOSCOW (SEE RABAT 625).

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4. OCP TRADITIONALLY FAVORS U. . CAPITAL EQUIPMENT FOR ITS MINING OPERATIONS, AND PREFERS TO DO BUSINESS WITH U.S. SUPPLIERS WHENEVER POSSIBLE. U.S. FIRMS ARE MUCH LESS WELL REPRESENTED, HOWEVER, IN OCP'S CHEMICAL OPERATIONS AND RELATED ACTIVITIES, WHICH OCP OFFICIALS HAVE COMMENTED ON WITH REGRET.

5. IN VIEW OF FOREGOING, AND PARTICULARLY OCP'S

EXPRESSED URGENCY, EMBASSY RECOMMENDS CAREFUL AND COMPLETE
RESPONSE. OCP INFORMS US THAT IT WILL CONTACT FIRMS
DIRECTLY AND NOT THROUGH USUAL PUBLIC CALL FOR BIDS.ANDERSON

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